

## Message Text

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ACTION CU-04

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E.O. 11652 N/A

TAGS: BTRA, IT

SUBJ: PROPOSED US VISIT BY ITALIAN ECONOMIC LEADERS

1. SUMMARY: MISSION PROPOSES US VISIT FOR TOP ITALIAN ECONOMIC DECISION-MAKERS-AND-INFLUENCERS AND REQUESTS CU PREPARATION OF MEETING, GRANT FOR BRIEF HOSPITALITY, AND FACILITATIVE ASSISTANCE FOR OTHER US ACTIVITIES OF GROUP. END SUMMARY.

2. IT WOULD BE POSSIBLE THIS FALL TO PUT TOGETHER A GROUP OF EIGHT OR TEN ITALIAN ECONOMIC LEADERS FOR A VISIT TO THE US WITH, AS THE CENTERPIECE, - TWO-DAY MEETING IN WASHINGTON WITH HIGH-LEVEL USG OFFICIALS, CONGRESSMEN, ACADEMICS AND SPECIALISTS FROM PRIVATE INDUSTRY. OUR GOAL IN BRINGING ABOUT SUCH A VISIT WOULD BE TO GIVE THESE ITALIAN DECISION-MAKERS A PROFOUND UPDATING ON THE US ECONOMY, ITS STRENGTHS AND PROSPECTS, AND ON US ECONOMIC POLICY. OUR CONTACT WITH THEM REVEALS THAT THESE PARTICIPANTS WOULD BE WILLING TO LEAVE ITALY FOR A PERIOD OF ABOUT TEN DAYS, COME TO THE US AT THEIR OWN EXPENSE AND ALSO ENGAGE IN A SERIES OF OTHER MEETINGS, PROBABLY IN WASHINGTON AND NEW YORK, WITH LEADING FIGURES IN US ECONOMIC LIFE--ALL BECAUSE OF A DEEP DESIRE TO COMPREHEND CURRENT US THINKING.

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3. ALTHOUGH THEIR SUBJECT IS ECONOMICS THEIR PURPOSE (AND

THIS GUIDES THEIR TRIP OBJECTIVES) IS POLITICAL: THEY HAVE ON THEIR MINDS THE ECONOMIC PLANNING DECISIONS WHICH MUST BE MADE IN ITALY, IN BOTH GOVERNMENT AND PRIVATE INDUSTRY, IN THE MONTHS TO COME. THEY ARE AT THE TOP RANK OF THOSE MEN IN ITALY WHO RUN INDUSTRY AND, AT THE SAME TIME, RUN THE GOVERNMENT AND THE MOST IMPORTANT POLITICAL CURRENTS. THE PROPOSED PARTICIPANTS CAN INFLUENCE SIGNIFICANTLY SHORT-RANGE ITALIAN ECONOMIC POLICY AND, THEREFORE, THE QUESTION OF HOW THE ITALIAN GOVERNMENT AND ECONOMY WILL BE PERFORMING AT THE TIME (TWENTY MONTHS OR LESS AWAY) WHEN THE ITALIAN COMMUNISTS WILL MAKE THEIR MOST IMPORTANT POST-WAR EFFORT TO OBTAIN THE ELECTORAL KEYS TO GOVERNING POWER IN ITALY. OUR, AND THEIR, PURPOSE IN THE US VISIT WOULD THEREFORE BE ACUTELY POLITICAL.

4. THE PROPOSED PARTICIPANTS:

A) VITTORINO CHIUSANO, SPECIAL ASSISTANT TO GIOVANNI AGNELLI FOR FIAT AND CONFINDUSTRIA, DIRECTOR OF FOREIGN RELATIONS FOR FIAT.

B) GEROLAMO COLAVITTI, DIRECTOR OF EXTERNAL RELATIONS FOR CONFINDUSTRIA. ACTS AS PRIMARY LINK BETWEEN CONFINDUSTRIA, DC, FIAT.

C) GIUSEPPE GLISENTI, MEMBER OF BOARD OF DIRECTORS OF RINASCENTE, MOST IMPORTANT ITALIAN DEPARTMENT STORE CHAIN, FORMER DIRECTOR OF INTERSIND (BARGAINING AGENT FOR LABOR ISSUES ON BEHALF OF ITALIAN STATE HOLDING ENTITIES). TOP EXPERT ON ITALIAN AND INTERNATIONAL LABOR PROBLEMS.

D) CARLO DE BENEDETTI, "RIGHT-HAND MAN" OF AGNELLI IN CONFINDUSTRIA. PRESIDENT OF UNIONE INDUSTRIALE OF TURIN, MOST FREQUENTLY MENTIONED AS FUTURE PRESIDENT OF CONFINDUSTRIA IF AGNELLO ALLOWED TO DESIGNATE.

E) HON. GUIDO BODRATO, IDEOLOGIST OF FORZE NUOVE CURRENT OF DC (DONAT CATTIN CURRENT). CURRENTLY ASSISTING ZACCAGNINI ON ECONOMIC MATTERS (ONE OF THREE CHOSEN AS ZACCAGNINI'S CLOSEST AIDES).

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F) HON. GIUSEPPE PISANU, ANOTHER SPECIAL ASSISTANT TO ZACCAGNINI. A "MOROTEO" IN DC, CLOSE ASSOCIATE OF ZACCAGNINI AND MORO SINCE FOUNDING OF MORO'S CURRENT.

G) MARIO CORBINO, VICE PRESIDENT OF CONFINDUSTRIA, PRESIDENT FOR SMALL AND MEDIUM INDUSTRY.

H) SERGIO PAMPURO, DIRECTOR, ASSOLOMBARDA (INDUSTRIAL ASSOCIATION

OF LOMBARDY, MOST IMPORTANT ASSOCIATE ORGANIZATION OF CON-  
FINDUSTRIA).

1) GIANLUIGI VENTURA, DIRECTOR, ECONOMIC RELATIONS, ASSOLOMBARDA.  
FORMER AND POTENTIAL (ABOUT AGE FORTY) BRIGHT LIGHT IN DC  
(MOROTEO).

5. THE PARTICIPANTS ARE INTERESTED IN HAVING AS THE CENTER-  
PIECE OF THEIR VISIT A MEETING IN WASHINGTON WITH TOP GOVERNMENTAL  
AND POLITICAL LEADERS (RATHER THAN, FOR EXAMPLE, A SESSION AT  
HARVARD WITH ACADEMIC ECONOMISTS). THEY WILL PROBABLY,  
IN THAT PART OF THE VISIT WHICH WILL BE COMPLETELY THEIR OWN  
(ALTHOUGH FACILITATIVE ASSISTANCE MIGHT BE REQUESTED), HAVE  
SOME IMPORTANT MEETINGS WITH ACADEMICS AND LEADERS OF PRIVATE  
INDUSTRY AND FINANCE. BUT FOR THE CENTRAL MEETING, THEY WANT  
WASHINGTON AND (ECONOMIC) POLITICS. REQUEST YOUR  
CONSIDERATION OF PREPARATION OF SUCH A WASHINGTON MEETING BY  
DEPARTMENT AND OF SPECIAL (BEYOND CURRENT ALLOCATION) CU  
GRANT SO THAT, DURING THE DAYS OF THE WASHINGTON MEETING,  
THEY CAN BE HOSTED BY THE US. (IT WOULD BE LITTLE ENOUGH IN  
THE WAY OF HOSPITALITY CONSIDERING THAT THEY ARE PAYING THEIR  
OWN TRANSATLANTIC TRAVEL, INTERNAL TRAVEL AND ALL EXPENSES  
DURING THE ONE-WEEK-PLUS REMAINDER OF THEIR VISIT--AN EASY  
BURDEN FOR THE INDUSTRIALISTS, A HEAVY ONE FOR THE POLI-  
TICIANS.)

6. IF YOU ARE WILLING TO CONSIDER THIS POSSIBILITY, WE CAN  
PURSUE THE QUESTION WITH THE ITALIANS, GETTING A MORE SPECIFIC  
LINE ON WHOM THEY ARE MOST INTERESTED IN SEEING AND SET OF  
WELL-DEFINED TOPICS. BUT GENERAL THEME WOULD BE, AS NOTED,  
STRENGTH AND PROSPECTS OF US ECONOMY, AND US ECONOMY POLICY.  
THEY ARE ANXIOUS TO MOVE QUICKLY ON THIS, SO EARLY RESPONSE  
WOULD BE APPRECIATED. VOLPE

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